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SEBRING, FLORIDA

RETURN POSTAGE GUARANTEED

PAID
SEBRING, FLA.
PERMIT NO. 9

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# A New Approach To Merchandising Fancy-Leaf CALADIUM Bulbs



- Excellent Profit
- o Ideal for Display
- Competitive Price
- Self Selling

Display carton as pictured is 24x12x6 inches. Height of box with display lid raised, 19½ inches. Standard pack, 150 bulbs; 25 to each compartment. Size of bulbs, Standard No. 1's (1½ to 2 ins. dia.) Box contains 5 named varieties; 1 compartment assorted colors. Pictures on inside of raised lid are in FULL COLOR.

Weight per case, approximately 24 lbs.

NOTE: This assortment is recommended. It is sales tested and made up according to proportionate demand. We will pack variations of assortment or solid cases of one variety.

SHIPMENTS start January 1st and continue to May 31st.

Price F.O.B. Sebring, Florida

#### \$26.50 PER BOX

TERMS: Cash with order unless credit established. To rated concerns our terms are Net 30 days, 2% 10 days. 5% discount for cash with order.

#### CONDITIONS FOR CREDIT ON BULB RETURNS

FULL MERCHANDISE CREDIT will be given on returns not exceeding 10% of the quantity ordered, provided such returns are received in good condition, prepaid, at our warehouse, Sebring, Florida, before July 1st.

There is hardly anything in the world that some man cannot make a little worse, and sell a little cheaper, and the people who consider price only, are this man's lawful prev.—John Ruskin

man's lawful prey.—John Ruskin

We have no quarrel with the fellow who sells for less. After all HE SHOULD KNOW WHAT HIS STOCK IS WORTH.

CAPE BULB COMPANY CALADIUMS ARE BETTER. We do not skimp on grading; we cure properly; we ship in rice hulls, as no other grower does; we grow our own bulbs. We do not operate this business as a sideline.

### CAPE BULB COMPANY

SEBRING, FLORIDA

## Florists' Plant List

It pays to buy good plants that are well grown and ready to sell. We have large stocks; immediate shipment. Our growing season in Miami goes right through the Winter.

NOTE REDUCED PRICES

PHILODENDRONS	
Cordatum, 21/4 in., 3 plants	.25
Cordatum 3 in. 4 vines	.40
Cordatum, 4 in., 8 vines	1.25
Dubia 3 in. 50c: 4 in. pots	1.25
Hastatum, 3 in., 50c; 4 in. pots Hastatum, 5 in., \$2; 6 in. Pots	2.50
Mandianum 3 in 50c 4 in pots	1.25
MINIATURES available in Panduraeforme. Dubia	. Mandianum at
20c ea. for bareroot; 2½ in. pots	8 in., 4.00
Pertussum, 3 in., 75c; 4 in pots	1.25
Pertussum, LARGE rooted cuttings SYNGONIUM Trifolium, 3 in., 50c; 4 in. pots	1.00
DRACAENA Sanderiana, 2½ in. pots	
Janet Craig, 3 in. pots SCHEFFLERA Seedlings BR, 7c; 21/4 in. pots	.50
POTHOS Greers Golden Yellow, 2½ in., 3 plants	per pot
Marble Queen URC 15c; Pothos Marble cuttings, 20c; 2 in., 1 plant, 20c; 2½ in. 2	e Queen Rooted
Marble Queen propagating vines \$30 per	1000
CROTONS, Assorted colors, $2\frac{1}{4}$ in., $30c$ ; $2\frac{1}{2}$ in., $5$	0c; 3 in. pots
SANSEVIERIA Hahni, BR, Medium 10c; 21/4 in BR, Large 15c; Extra L	., 15c;
NEANTHE Bella, Palm Seedlings, 6c; 21/4 in., 25c	arge
NEPHTHYTIS Green Gold RC	.08
VARIEGATED NEPHTHYTIS (picturata) seedle	ings
DIEFFENBACHIA Amoena, URC DIEFFENBACHIA Amoena 4"	1.50
FICUS Doescheri, Air layers, \$1; 4 in. pots	1.50
Pandurata, Air layers, 80c; 4 in. pots CHINESE Evergreen, miniatures, BR, 4-6 leaves	.15
RHOEO Discolor BR, 15c; 21/4 in.,	.25
SPECIMEN Plants on cypress bark: Philodendron Pandur Hastatum, P. Mandianum, and P. Pertussum; Pothos and Syngonium Trifolium: 24 in., \$2.50; 36 in., \$5; 48 in., \$PILEA Cadierei, Aluminum Plant, R. C., 8c; 2½ in	Greers Golden Yellow, 57.50 (Min. order 6 plants.)
All orders booked subject to crop and prior sale. Pr Shipments travel at customer's risk. Claims for damage sl No packing charges. Terms cash or satisfactory trade refe If you are rated satisfactorily in Dun & Bradstreet, we will	nould be filed with carrier. rences to open an account.
Plants in clay or paper pots, state which wanted. THAN 50 plants. Air freight is sometimes cheaper than per plant. 5% discount for cash with order.	NO ORDER FOR LESS rail express. Prices are
CALADIUMS IN BULK	
You may want to order your Caladiums by the tion of different varieties. Our prices, as ad journals, are as follows, for bulbs of highest quality	vertised in the <b>trade</b> ty; per 100:
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\_ Date to Ship \_

Ship to \_



1/31/55

Cape Bulb Company is a direct Sales Organization of Peninsular Bulb Co.

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